

@P COX_PAU
From: Campbell, Judy
Edited: 6/25/98 14:10
Subject: SALEM SLIDE BOX PROMOTION #800998

Hi Paul,

I'm trying a test run to see if we can communicate via E-Mail! Sharon also has copies of the attached if it does not transmit properly, she will provide.

Any questions, let me know.

Thanks,

Judy Campbell / (716) 634-4179

51844 6043

RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR
8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

JUNE, 98

SALEM SLIDE BOX B1G1F / #800998

TO:	RJR ACCOUNT #: #375878
	MR. P. COX McLANE NE
FAX #:	(315) 638-7394

CC:	S. SCHAWLM
CC:	R. DONAHUE

PARTNERS PROMOTION REPORTING: **SAL_JUL_B1G1F_NY** (MINIMUM 16 CHARACTERS)

IF YOU REQUIRE TECHNICAL ASSISTANCE RELATIVE TO THE FORMAT REQUIRED USING THESE PROMOTION / BRAND DESCRIPTIONS ON YOUR WEEKLY TAPE / DISC SUBMISSIONS, CONTACT THE PARTNERS HELP DESK @ 1-800-230-9732.

UPC CODE	CASE SIZE	STATE USE	BRAND STYLE	NUMBER OF CASES	#/CARTONS TO PACK @ DISPLAY	#/SKUS DISPLAYS / PREMIUMS
12300-						
17526	6M	NY	SALEM SLIDE BOX	8	2	120
17626	6M	NY	SALEM LT SLIDE BX	8	2	8176-0795

PRODUCT DETAIL

	DESCRIPTION
7/15/98	PRODUCT ARRIVAL DATE
7/27/98	RETAIL DISTRIBUTION DATE (WEEK OF)
ER3691-01	P.O. NUMBER (PRODUCT)
\$1,828.84	EFT \$ AMOUNT
2 (Two)	RETAIL BILLING PER DISPLAY
116	NO. OF DISPLAYS ON CUSTOMER LIST
\$78.40	PACKING PAYMENT (\$4.90 X 16 (6M) PROMOTED CASES)

DISPLAYS / PREMIUMS DETAIL

	DESCRIPTION
7/15/98	DISPLAYS / PREMIUM ARRIVAL DATE
544595	ITEM NUMBER
ER3692-01	P.O. NUMBER (DISPLAYS/PREMIUMS)
0.9998	SKU CUBE
1.8600	SKU WT (W/OUT PRODUCT)
20	NO. RETAIL OFFERS PER DISPLAY
4	NUMBER OF EXTRA DISPLAYS

PROMOTION DESCRIPTION:

SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. (A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY).
SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

DISPLAY LOAD:

2 CARTONS EACH STYLE: SALEM SLIDE BOX / SALEM LIGHT SLIDE BOX

PARTNERS PROGRAM REQUIREMENTS:

- DISPLAYS MUST BE SHIPPED TO RETAIL THE WEEK OF: **RDATE**.
- PACK / DELIVER EACH PROMOTION TO AT LEAST 90% OF ACCOUNTS ON ATTACHED CUSTOMER LIST WITHIN 3 WEEKS.
- PROMOTION AND BRAND DESCRIPTIONS MUST BE PROPERLY REPORTED ON TAPE/ DISC SUBMISSIONS.
- RETURN THE ATTACHED CUSTOMER LIST WITH ANY RETAIL REFUSALS WITHIN 4 WEEKS AFTER RETAIL DELIVERY DATE.

SALSLIDE.DOC

51844 6044

July SALEM B1G1F

51844 6045

4 Carton Display (2 Gratis, 2 Saleable) shipped with a 20 Pack Display

NY STATE: JULY PROMOTION #800998

RETAIL DISTRIBUTION DATE: JULY 28, 1998

McLANE#	Salem Disp	ACCOUNT NAME	City	CHAIN-ID	Chain Name	S/REP	RJR#
	1	7-11 #22644(C)	RIVERHEAD	10402	7-ELEVEN STORES	122305	909341
	1	7-11 #27187(C)	HAMPTON BAYS	10402	7-ELEVEN STORES	122305	306423
	1	7-11 #15837(C)	EAST QUOGUE	10402	7-ELEVEN STORES	122305	286375
322560	1	7-11 #32256	ISLIP	10402	7-ELEVEN STORES	122305	766314
297911	1	7-11 #29791(C)	SAYVILLE	10402	7-ELEVEN STORES	122305	448182
6987	1	7-11 #11237(C)	PATCHOGUE	10402	7-ELEVEN STORES	122305	286122
4904	1	7-11 #11236(C)	CENTRAL ISLIP	10402	7-ELEVEN STORES	122305	285495
2650	2	7-11 #16050(C)	HAUPPAUGE	10402	7-ELEVEN STORES	122305	285274
2494	1	7-11 #16869(C)	RIDGE	10402	7-ELEVEN STORES	122305	783285
2168	2	7-11 #23377(C)	RONKONKOMA	10402	7-ELEVEN STORES	122305	909511
606	1	7-11 #29746(C)	SELDEN	10402	7-ELEVEN STORES	122305	285804
	1	7-11 #21162(C)	EAST ISLIP	10402	7-ELEVEN STORES	122305	783368
902254	2	HESS	HAMPTON BAYS	3530201	HESS LI CO-OPS	122303	590896
902080	2	HESS STATION #32498	OCEANSIDE	3530201	HESS LI CO-OPS	122904	623349
902072	2	HESS STATION #32495	FRANKLIN SQUARE	3530201	HESS LI CO-OPS	122904	603244
902064	2	HESS #32493	FLORAL PARK	3530201	HESS LI CO-OPS	122904	603242
902049	2	HESS STATION #32491	WESTBURY	3530201	HESS LI CO-OPS	122308	444941
902031	2	HESS STATION #32490	LEVITTOWN	3530201	HESS LI CO-OPS	122904	623362
902023	2	HESS STATION #32489	HICKSVILLE	3530201	HESS LI CO-OPS	122308	049822
902015	2	HESS STATION #32488	PLAINVIEW	3530201	HESS LI CO-OPS	122308	470752
902007	2	HESS STATION #32486	DEER PARK	3530201	HESS LI CO-OPS	122302	114110
901991	2	HESS STATION #32485	NORTHPORT	3530201	HESS LI CO-OPS	122307	623360
901983	2	HESS STATION #32484	HAUPPAUGE	3530201	HESS LI CO-OPS	122304	623358
901975	2	HESS STATION #32483	CENTEREACH	3530201	HESS LI CO-OPS	122306	623367
901967	2	HESS STATION #32482	CORAM	3530201	HESS LI CO-OPS	122306	114032
901959	2	HESS STATION #32481	MATTITUCK	3530201	HESS LI CO-OPS	122303	623355
901942	2	HESS STATION #32480	EAST HAMPTON	3530201	HESS LI CO-OPS	122303	033917
901934	2	HESS STATION #32479	WATER MILL	3530201	HESS LI CO-OPS	122303	623354

July SALEM B1G1F

51844 6046

4 Carton Display (2 Gratis, 2 Saleable) shipped with a 20 Pack Display

NY STATE: JULY PROMOTION #800998

RETAIL DISTRIBUTION DATE: JULY 28, 1998

Salem							
McLANE#	Disp	ACCOUNT NAME	City	CHAIN-ID	Chain Name	S/REP	RJR#
901926	2	HESS STATION #32478	SOUTHAMPTON	3530201	HESS LI CO-OPS	122303	033916
901918	2	HESS STATION #32475	MASSAPEQUA	3530201	HESS LI CO-OPS	122302	042262
901900	2	HESS STATION #32474	HICKSVILLE	3530201	HESS LI CO-OPS	122308	114062
901348	2	HESS #32366	HAUPPAUGE	3530201	HESS LI CO-OPS	122304	757091
901224	2	HESS STATION #32341	JERICHO	3530201	HESS LI CO-OPS	122308	114024
901140	2	HESS STATION #32343	DEER PARK	3530201	HESS LI CO-OPS	122302	033937
901082	2	HESS STATION #32337	GREAT NECK	3530201	HESS LI CO-OPS	122904	033429
901074	2	HESS STATION #32336	FARMINGDALE	3530201	HESS LI CO-OPS	122302	779781
901033	2	HESS STATION #32331	CORAM	3530201	HESS LI CO-OPS	122306	114030
901025	2	HESS STATION #32330	STONY BROOK	3530201	HESS LI CO-OPS	122306	633364
901017	2	HESS STATION #32329	OYSTER BAY	3530201	HESS LI CO-OPS	122307	114071
901009	2	HESS STATION #32328	COMMACK	3530201	HESS LI CO-OPS	122307	033950
900993	2	HESS STATION #32326	LAKE RONKONKOMA	3530201	HESS LI CO-OPS	122304	633459
900977	2	HESS STATION #32320	ISLIP	3530201	HESS LI CO-OPS	122301	633403
900936	2	HESS STATION #32311	OCEANSIDE	3530201	HESS LI CO-OPS	122904	114111
900911	2	HESS STATION #32315	PORT JEFFERSON	3530201	HESS LI CO-OPS	122306	114027
900902	2	HESS STATION #32305	EAST MEADOW	3530201	HESS LI CO-OPS	122904	035913
900894	2	HESS STATION #32304	GLEN COVE	3530201	HESS LI CO-OPS	122307	649486
900878	2	HESS STATION #32299	BRENTWOOD	3530201	HESS LI CO-OPS	122301	633441
900860	2	HESS STATION #32298	ELMONT	3530201	HESS LI CO-OPS	122904	139668
900852	2	HESS STATION #32297	MASSAPEQUA PARK	3530201	HESS LI CO-OPS	122308	113942
900795	2	HESS STATION #32273	BRONX	3530201	HESS LI CO-OPS	122201	683376
900779	2	HESS STATION #32267	HICKSVILLE	3530201	HESS LI CO-OPS	122308	040135
900753	2	HESS STATION #32264	LINDENHURST	3530201	HESS LI CO-OPS	122302	113157
900746	2	HESS STATION #32262	FARMINGDALE	3530201	HESS LI CO-OPS	122302	633424
900696	2	HESS STATION #32215	NEW YORK	3530201	HESS LI CO-OPS	122403	202049
901702	2	HESS MART #32449	WADING RIVER	3530301	HESS LI MARTS	122303	599358
901330	2	HESS MART #32365	MEDFORD	3530301	HESS LI MARTS	122306	761943

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RETAIL DISTRIBUTION DATE: JULY 28, 1998							
McLANE#	Salem Disp	ACCOUNT NAME	City	CHAIN-ID	Chain Name	S/REP	RJR#
901314	2	HESS MART #32362	RIVERHEAD	3530301	HESS LI MARTS	122303	088299
900993	2	HESS MART #32499	FARMINGVILLE	3530301	HESS LI MARTS	122306	088802
900985	2	HESS MART #32325	MILLER PLACE	3530301	HESS LI MARTS	122306	114035

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51844 6048

4 Carton Display (2 Gratis, 2 Saleable) shipped with a 20 Pack Display

NY STATE: JULY PROMOTION #800998							
RETAIL DISTRIBUTION DATE: JULY 28, 1998							
McLANE#	Salem Disp	ACCOUNT NAME	City	CHAIN-ID	Chain Name	S/REP	RJR#
	1	MOBIL OIL #17N20	HUNTINGTON	9750117	MOBIL OIL CORP.	122307	733156
	1	MOBIL OIL #17503	NEW YORK	9750117	MOBIL OIL CORP.	122405	691516
461095	1	MOBIL OIL #17A0B	HUNTINGTON STATION	9750117	MOBIL OIL CORP.	122307	805051
460238	1	MOBIL OIL #17KMA	INWOOD	9750117	MOBIL OIL CORP.	122906	685219
460071	1	MOBIL OIL #17KC6	SYOSSET	9750117	MOBIL OIL CORP.	122308	481050
460048	1	MOBIL OIL #17AV0	SOUTHAMPTON	9750117	MOBIL OIL CORP.	122303	030370
460030	1	MOBIL OIL #17A8T	PLAINVIEW	9750117	MOBIL OIL CORP.	122308	508174
460022	1	MOBIL OIL #17750	MANORVILLE	9750117	MOBIL OIL CORP.	122303	909403
	116	TOTAL DISPLAYS				TOTAL:	